

Message Text

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20

ACTION AF-08

INFO OCT-01 ISO-00 FEA-01 PA-01 PRS-01 SSO-00 NSCE-00

NSC-05 USIE-00 ERDA-05 AID-05 CEA-01 CIAE-00 CIEP-01

COME-00 DODE-00 EB-07 FPC-01 H-02 INR-07 INT-05 L-03

NSAE-00 OMB-01 PM-04 SAM-01 OES-06 SP-02 SS-15 STR-04

TRSE-00 INRE-00 /087 W

----- 062788

O 250947Z MAY 76

FM AMEMBASSY KINSHASA

TO AMEMBASSY BRUSSELS IMMEDIATE

INFO SECSTATE WASHDC IMMEDIATE 8040

C O N F I D E N T I A L KINSHASA 4493

E.O. 11652: GDS

TAGS: ENRG CG, ECON

SUBJECT: MOBIL AND TEXACO NEGOTIATIONS WITH TOZ

REF: STATE 126219

1. WE LEARNED EVENING OF MAY 24 THAT PETROFINA DELEGATION HAD COME TO TOWN AND THAT TOZ INTENDED TO SIGN THAT SAME EVENING AN AGREEMENT EMBODYING "SINGLE COMPANY FORMULA" WITH FINA. DCM CALLED BISENGIMANA WHO CONFIRMED THAT GOZ AND FINA WERE ON VERGE OF SIGNING AN AGREEMENT "BECAUSE ONLY FINA IS PREPARED TO OFFER CREDIT TERMS IN OUR TIME OF CRISIS." WE POINTED OUT THAT MOBIL AND TEXACO OFFER THE SAME TERMS AS FINA--90 DAYS, IRREVOCABLE LETTER OF CREDIT THROUGH A BANK OF THE COMPANIES' CHOICE, AND WE EMPHASIZED THAT THE USG COULD NOT ACCEPT AN AGREEMENT WHICH GAVE UNILATERAL COMMERCIAL ADVANTAGE TO FINA.

2. BISENGIMANA CALLED BACK LATER TO SAY THAT HE HAD DISCUSSED THE MATTER WITH THE MINISTER OF PORTFOLIO, MAMBU, WHO IS IN CHARGE OF THE OIL COMPANY NEGOTIATIONS
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AND THAT HE HAD TOLD MAMBU TO HOLD OFF ON THE SIGNING UNTIL

HE HAD A CHANCE TO TALK TO AMERICAN COMPANIES.
BISENGIMANA THEN TOLD US TO INFORM MOBIL AND TEXACO REPS
THAT THEY WERE TO SEE MAMBU AT 11:00 TODAY, MAY 25.

3. WE HAVE SECURED A SHORT DELAY, NOT A SOLUTION. OUR
CALCULATION IS THAT FINA HOLDS MOST OF THE CARDS AND THAT
THIS MORNING'S MEETING WILL SEE MAMBU TELLING MOBIL/TEXACO
THAT IF THEY CAN'T COME UP WITH IMMEDIATE CREDIT, THE
GOZ WILL SIGN WITH FINA.

4. WE NEED MORE TIME, AND IN THIS CONNECTION WE ENCOURAGE
EMBASSY BRUSSELS TO MAKE THE PITCH OUTLINED IN REFTTEL ASAP.
EMBASSY BRUSSELS CAN ALSO DRAW FROM THIS MESSAGE TO POINT
OUT THAT IMMINENT GOZ-FINA SIGNING MUST BE PUT OFF AND THAT
THE COMPANIES SHOULD MEET TO WORK OUT MUTUALLY ACCEPTABLE
SOLUTION.
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